

Pricing Alignment

You can easily know instantly if you'll hear yes to your High Ticket offers!

Write down the 3 top Outcomes, Benefits and Transformation:

1. _____
2. _____
3. _____

Review your offer and really feel into the VALUE of it.

What is the first number you can think of charging? \$_____

What is the MOST you can really see yourself charging? \$_____

What is the price in the middle of those 2 numbers? \$_____

What is the price do you REALLY feel it's worth? \$_____

Choose your **Right NOW Price:** \$_____

Now, test it!

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Take your Right NOW Price and check it with the “Double Solid” Test

The “Double Solid” Test:

DOUBLE your **Right Now Price** and feel into it.

When the number is doubled, can you 100% stand behind its value at that price?

If you can say *“hell yes, it’s worth that!”*

This is the SOLID alignment you need to feel to Yes on your High Ticket offers!

Does your **Right NOW Price** pass the Double Solid Test? Y / N

If yes, congratulations, this your **High Ticket Yes Price!** \$_____

If not, what price does pass the “Double Solid” Test? \$_____

Now divide that in half, this is your **High Ticket Yes Price!** \$_____

For now. After 3 or more new clients say yes at your High Ticket Yes Price, map out your Next Level and Stretch Level Price here:

Next Level Price: \$_____

Stretch Level Price: \$_____

Sarah Michael helps clients
super-charge their income +
confidence with high ticket
programs that sell the
socks off themselves.

Get your customized High Ticket Plan at
talkwithsarah.com
or visit
www.sparklingresultscoaching.com

*xoxo,
Sarah*